

U.S. Army Corps of Engineers (USACE) Huntsville Engineering and Support Center (CEHNC)

ANNUAL SMALL BUSINESS FORUM

HNC ACQUISITIONS - FY 2012

*John Mayes
Center Chief of Contracting*

November 2011



US Army Corps of Engineers
BUILDING STRONG®



HNC ACQUISITIONS (FY2012 - 2013) OVERALL PROJECTIONS

- Upcoming Awards:
 - ▶ Total Number of Acquisitions: 9
 - ▶ Total Acquisition Value: \$8.1B
 - ▶ Estimated No. of Contract Awards: 18-25+



Facilities Support

Acquisition: Access Control Point (ACP) CONUS MATOCs

New or Replacement: New

Requirement: Design/Build

PoP: 5 years

Estimated Value: \$250M (Unrestricted), \$200M (8(a) Restricted)

Expected Solicitation Date: 1st Quarter FY12

Number of Awards: 3 to 5 in each suite (Unrestricted & Restricted)

Project Manager: Amber Martin



Facilities Support

Acquisition: Access Control Point (ACP) Architect-Engineering (A-E)

New or Replacement: New

Requirement: A-E Services

PoP: 5 years

Estimated Value: \$15M FFP MATOC

Expected Solicitation Date: 3rd Quarter FY12

Project Manager: Amber Martin



Military Integration

Acquisition: Planning & Programming (P&P) Architect-Engineering (A-E)

New or Replacement: New

Requirement: A-E Services

PoP: 5 years

Estimated Value: \$75M MATOC

Expected Solicitation Date: 1st Quarter FY12 (Open Now!)

Number of Awards: 3-5

Project Manager: Terry Burton



Medical Programs

Acquisition: Medical Facilities Support Services

New or Replacement: New

Requirement: Services

PoP: 5 years

Estimated Value: \$245M (Set-aside TBD)

Expected Solicitation Date: 2nd Quarter FY12

Number of Awards: 3 – 5

Project Manager: Mark Batchelor



Medical Programs

Acquisition: Medical Facilities Architecture-Engineering Services (MFAES)

New or Replacement: Replacement

Requirement: A-E

PoP: 5 years

Estimated Value: \$250M (Set-aside TBD)

Expected Solicitation Date: 4th Quarter FY12

Number of Awards: TBD

Project Manager: Michael Lanier



Medical Programs

Acquisition: Medical Repair & Renewal (MRR) Architect-Engineering (A-E)

New or Replacement: New

Requirement: A-E Services

PoP: TBD

Estimated Value: \$24.5M

Expected Solicitation Date: 2nd Quarter FY12

Number of Awards: TBD

Project Manager: Patrick Clark



Electronic Technology

Acquisition: Utility Monitoring & Control Systems IV

New or Replacement: Replacement

Requirement: Services

PoP: 5 years

Estimated Value: \$1.5B (Restricted & Unrestricted)

Expected Solicitation Date: 1st Quarter FY13

Number of Awards: TBD

Project Manager: Brandy Whitehead



Energy

Acquisition: Energy Conservation Investment Program (ECIP) MATOCs

New or Replacement: New

Requirement: Design/Build

PoP: 5 years

Estimated Value: \$600M (Unrestricted)

Expected Solicitation Date: 1st Quarter FY12

Number of Awards: 8

Project Manager: Robert Mackey/Tammie Learned



Energy

Acquisition: Energy Initiative Task Force (EITF) Renewable & Alternative Energy
Power Production

New or Replacement: New

Requirement: Services

PoP: 10 years

Estimated Value: \$5B

Expected Solicitation Date: 2nd Quarter FY12

Number of Awards: TBD

Project Manager: Stan Lee



Possible Subcontracting Opportunities

(Acquisitions currently under evaluation)

ACQUISITION	TYPE	VALUE
ACP/ESS/UMCS Maintenance & Services MATOC	Services	\$475M
UMCS/ESS A-E MATOC	A-E Services	\$35M
USACE Learning Center Network	Services	\$9M
Southeast Region Ranges MATOC	Design/Build Construction	\$64.5M
Southwest Region Ranges MATOC	Design/Build Construction	\$46.3M



How to Submit a Successful Proposal



Who has ever submitted an unsuccessful proposal?



Evaluation is an Elimination Process

Evaluating a proposal is really a process of elimination, rather than a process of selection. That's why when you write your proposal, focus on writing a proposal ***that cannot be eliminated!***



Top 10 Ways to Make Your Proposal More Successful

- Read the Solicitation Carefully
- Fully Describe Your Solution to Demonstrate that You Understand the Requirements
- Align Your Proposal to the Solicitation
- Explain Why You Picked Your Subcontractors, if applicable
- Translate Your Solution Into Benefits for the Government
- Actively Manage Your Past Performance
- Be Well Prepared for Due Diligence
- Eliminate Sloppy Mistakes that leave Lasting Impressions
- Get the Most out of Debriefings
- CUT THE FLUFF



Remember!

- USACE Huntsville Engineering & Support Center is committed to maximizing Small Business opportunities in support of our Mission
- To stay current on Small Business Laws and Regulations
- The key ways to make your proposal more successful
- Perform and Deliver



How To Do Business with USACE, HNC

- Contact Us and Send Capabilities Briefing
- Schedule a meeting through Small Business Office
- Be PREPARED to discuss your capabilities, interest, and capacity to perform
- Be AWARE of announcements of business opportunity notifications, industry days, and federally attended meetings in the area.
- Register in the Central Contractor Registration (CCR) database – Mandatory – www.ccr.gov



Where Do I Find Information on Contracting Opportunities?

- HNC Website: <http://www.hnd.usace.army.mil/>
- Contract with CEHNC:
<http://www.hnd.usace.army.mil/contract.aspx>
 - ▶ Existing Contracts
 - ▶ Upcoming Acquisitions
 - ▶ FBO Link
 - ▶ Industry Days





USACE Huntsville Center's 12th Annual Small Business Forum

Ms. Rebecca Vucinaj

Chief, Office of Small
Business Programs

U.S. Army Engineering and
Support Center, Huntsville

18 November 2011



BUILDING STRONG®



JOBS ACT

President Obama signed the Small Business Jobs Act on September 27, 2010.



One of the changes brought by this was giving all small business socio-economic categories parity.



Jobs Act of 2010

Effective November 2, 2011

“Section 1331 addresses set-asides of task and delivery-orders under multiple-award contracts, partial set-asides under multiple-award contracts, and the reserving of one or more multiple-award contracts that are awarded using full and open competition.....”

Federal Register Vol. 76 No 212



Jobs Act of 2010 con't

This interim rule contains several major impacts including:

- ▶ Amending FAR 8.4 (GSA) to implement use of SB set-asides when placing orders and establishing BPA's.
- ▶ Amending FAR 16.5 to allow for set-asides under MA IDIQ contracts and including set-asides for 8(a), HUBZone, SDVOSB, and WOSB.
- ▶ Amending FAR 19 to include allowances for all of these set-asides.



HNC's Current Business Practice

Multiple Task Order Award Contracts (MATOCs)

Two MATOC Suites Total Program Dollar Capacity
\$500M

Restricted MATOC (Business Set-Aside)
\$100M

Unrestricted MATOC (Full & Open Competition)
\$400M





NEW PROCUREMENT PROCESS

One MATOC – Full & Open Competition

Sources Sought Notices - Small Business
REPONSES ARE CRITICAL!

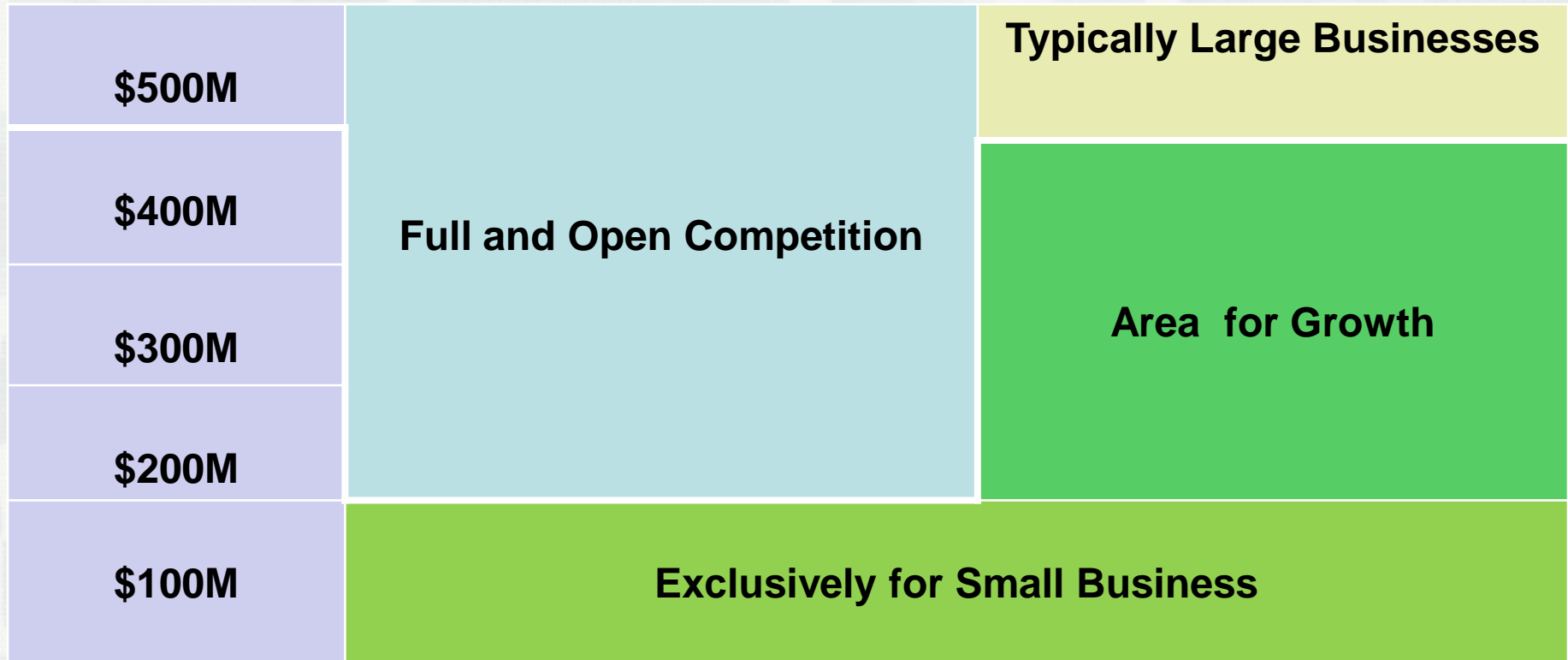
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Small Business Set-Aside MATOC



NEW PROCUREMENT PROCESS con't

Example: \$500M procurement for a single MATOC



Small Business Goal Achievement for Fiscal Year 2011

